



## GLENN REED, PRINCIPAL

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### EDUCATION

M.S., Energy Management and Policy, University of Pennsylvania, 1982

B.A., Biology, Wesleyan University, 1979

### EXPERIENCE

2010-present: Principal, Energy Futures Group, Hinesburg, VT

2005-2010: Managing Consultant, Vermont Energy Investment Corporation, Burlington, VT

2001-2005: Dir. of Regional Initiatives, Northeast Energy Efficiency Partnerships, Lexington, MA

1987-2000: Deputy Dir. of East Coast Consulting, XENERGY, Inc. (now KEMA), Burlington, MA

1983-1987: Principal Planner, Massachusetts Executive Office of Energy Resources, Boston, MA

### PROFESSIONAL SUMMARY

Glenn Reed has more than 25 years of expertise in demand-side management (DSM) program planning and evaluation; energy-efficiency policy development and implementation; building codes and appliance standards development; and group facilitation and consensus building. Mr. Reed currently is a lead residential advisor to the Massachusetts Energy Efficiency Advisory Council (EEAC) assisting and overseeing program design and implementation of residential lighting, appliance, HVAC, and consumer electronics programs. As the lead residential consultant to the Connecticut Energy Efficiency Board (EEB), he plays a similar technical assistance and oversight role in that state. For the Rhode Island Energy Efficiency Resource Management Council (EERMC) he provides oversight support on National Grid's lighting, appliances and gas and electric HVAC programs. For the Northeast Energy Efficiency Partnerships Mr. Reed was the principal author of its *Residential Lighting Strategy*. In addition to his on-going work in Massachusetts, Connecticut, and Rhode Island, Mr. Reed currently supports stakeholder groups in Pennsylvania and Louisiana and has played a direct role in residential program development, implementation oversight, and cost-effectiveness screening for clients in New York, Nova Scotia, Prince Edward Island, and Vermont. Prior to co-founding EFG, Mr. Reed was a Managing Consultant at the Vermont Energy Investment Corporation, Director of Regional Initiatives at the Northeast Energy Efficiency Partnerships (NEEP), and Deputy Director of East Coast Consulting at XENERGY (now KEMA).

### SELECTED PROJECTS

- **Connecticut Energy Efficiency Board (EEB).** Leads residential team to provide oversight of the state's electric and gas residential efficiency program. Works closely with the state's utilities to integrate best practices to develop cost-effective program designs and goals for the annual Conservation and Load Management Plan. Coordinates with other EEB Consultants on residential evaluation activities and broader energy policy objectives.
- **Massachusetts Energy Efficiency Advisory Council.** Provides on-going technical and programmatic advice to, and oversight of, the Massachusetts gas and electric program administrators' residential efficient products (lighting, appliances and consumer electronics), multifamily, and HVAC programs. Also assists Council evaluation consultants. Leads Council engagement on identifying emerging residential technologies and the development of the residential measure characterizations for Massachusetts' Technical Resource Manual.



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- ***Rhode Island Energy Efficiency Resource Management Council.*** Senior Advisor providing on-going technical and programmatic advice to, and oversight of, Rhode Island's residential efficient products (lighting, appliances and consumer electronics) and HVAC programs. Works closely with National Grid staff to develop cost-effective program designs and goals for their energy efficiency plans.
- ***Northeast Energy Efficiency Partnerships (NEEP).*** Lead author on recently published Northeast Residential Lighting Strategy (March 2012). Worked with regional advisory group to characterize current lighting technologies, develop estimates of remaining residential lighting potential in the Northeast, and develop recommended strategies to cost efficiently procure this large savings potential. Continuing to work with NEEP to update the RLS for mid-2012.
- ***Efficiency Vermont (EVT).*** Senior advisor to Retail Products program. Provide ongoing feedback on current program efforts and share best practices from other Northeast and national programs with EVT.
- ***Regulatory Assistance Project (RAP).*** Developing a white paper to identify and address the ten most commonly encountered "issues" when undertaking or reviewing an energy efficiency potential study. This document will assist regulators, utilities, stakeholder groups and others to ensure that completed potential studies meet regulatory and programmatic expectations and objectives.
- ***New York State Energy and Research Development Authority (NYSERDA).*** Part of evaluation oversight team assisting NYERDA with planning, coordinating, implementing and reviewing a wide range of program evaluation efforts. Principal engagement has been on evaluation of NYSEERDA's residential lighting program and transportation RD&D activities.
- ***Alliance for Affordable Energy.*** Providing ongoing technical support for this New Orleans-based stakeholder organization. As part of on-going IRP proceeding completed detailed review of recently completed energy efficiency potential study. Provided guidance as to how results should be integrated into IRP process to inform Entergy's next set of planned efficiency program efforts.
- ***PennFUTURE and Keystone Energy Efficiency Alliance.*** Providing ongoing technical support for those two efficiency stakeholder groups in Pennsylvania. Completed review of recently completed energy efficiency potential study. Provided guidance as to how results inform proposed goals for utilities' next four year plan. Assisted with comments on implementation of Act 129, state legislation that frames utilities' energy efficiency activities.
- ***Iowa Office of Consumer Advocate.*** Provided critical review of residential potential study. Results from this study will inform future electric utility efficiency goals.
- ***Vermont Electric Power Company.*** Managed the residential efficiency cost-effectiveness assessment and program design tasks for the VELCO Southern Loop project. This effort sought to avoid the construction of upgraded transmission lines in southern Vermont. The proposed programs would represent incremental activities above current Efficiency Vermont efforts in the area.
- ***Prince Edward Island Office of Energy Efficiency.*** Managed a potential analysis, measure screening, and program design and cost-effectiveness assessment for the provincial government. This analysis included the residential, C&I, and transportation sectors. Both energy



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and carbon savings were analyzed and estimated. Subsequent follow-up work included a critical review of Maritime Electric's DSM Plan and screening tool.

- **Long Island Power Authority (LIPA).** Led the VEIC residential team to provide ongoing technical and programmatic advice to LIPA on the design, implementation, and evaluation of their residential and renewable energy program. Responsible for detailed long-term program planning and cost-effectiveness screening, on-going program design and implementation review and assistance, and support of program evaluation efforts.
- **Orange and Rockland (O&R).** Led residential team to assess the cost-effective savings potential and to develop five-year program designs and budgets to attain this potential within prescribed budget caps. Potential analysis was informed by an on-site residential data collection task that was also part of their scope of work for O&R.
- **Association of Energy Services Professionals (AESP).** Lead trainer for AESP's DSM 101 workshops in NY, KS, IL, WA, and NC. Developed or co-developed Residential and C&I Technology, Cost-effectiveness, and Program Planning and Design training modules. These workshops, lasting as long as five days, provided efficiency program staff with details on all aspects of energy efficiency program planning, design, implementation, and evaluation.
- **Management of Regional Market Transformation Initiatives.** Responsible for NEEP's six residential and C&I regional market transformation Initiatives - ENERGY STAR<sup>®</sup> Products, Residential HVAC, ENERGY STAR Windows, Premium Efficiency Motors, Unitary HVAC and C&I Information Exchange - and for Initiative-related research and evaluation activities.
- **ENERGY STAR Products and Residential HVAC Initiatives.** As manager of these NEEP Initiatives, activities include facilitation of multi-state stakeholder Working Group meetings (Sponsors, Sponsors' contractors, collaborative consultants, DOE, EPA, CEE and others), management of multiple RFP processes (coordinated contractor procurement for Sponsors and solicitations to industry to develop and implement joint promotions), development of regional market transformation plans, and coordination with national and other regional market transformation programs. Under Mr. Reed's direction the ENERGY STAR Products Initiative and its Sponsors were recognized for five consecutive years at the National ENERGY STAR Awards.
- **Program for the Evaluation and Analysis of Residential Lighting (PEARL).** Served on the PEARL Board to address on-going concerns regarding the quality and performance of ENERGY STAR CFLs and fixtures. As a direct result of PEARL's efforts, ENERGY STAR instituted third-party quality assurance testing for ENERGY STAR CFLs and fixtures. Mr. Reed, individually and as a PEARL Board, was recognized for his *Outstanding Contributions Improving the Quality of Efficient Lighting* at the 2005 ENERGY STAR Awards.
- **Boston Edison Chiller Study.** Managed a comprehensive analysis of chiller replacement, conversion and retrofit potential for Boston Edison. This project entailed over 600 on-site surveys of installed commercial and industrial chiller. In total, the over 1,000 chillers surveyed provided space cooling for 100 million square feet of floor space. A follow-up assessment targeted smaller customers and involved 150 surveys of commercial and industrial facilities with packaged air conditioners.



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- ***Massachusetts Residential Code Impact Study.*** Managed a residential code impact study for the Massachusetts Board of Building Regulations and Standards (BBRS). Nearly 200 on-site surveys of recently built homes were completed. Customer selection was done using cluster sampling techniques to limit the number of towns that had to be visited during the survey and to reduce overall project costs. DOE-2 was used to generate estimates of the savings attributable to the revised residential energy code.
- ***Georgia Power C&I Baseline Study.*** Managed an on-site survey and analysis project to determine new construction baseline practices. For this study for Georgia Power, data were collected on-site at 480 facilities representing over 13 million square feet of new building space. All primary electric and gas equipment was inventoried. With the results from this study, program eligibility criteria for the utility's commercial new construction program were established.
- ***New Jersey Residential HVAC Baseline Study.*** Managed a residential HVAC baseline study for the New Jersey HVAC working group consisting of the state's electric and gas investor owned utilities. Nearly 70 on-site surveys characterized HVAC specification and installation practices including system sizing, duct leakage, refrigerant charge and airflow over the indoor coils. XENERGY also completed market actor interviews with manufacturers, distributors, and contractors.
- ***Connecticut Commercial Baseline Study.*** Managed a data collection and analysis project to determine new construction practices in ten commercial building categories. This project, for Northeast Utilities, involved 70 on-site surveys. The results were used to define baseline practices for Northeast Utilities' performance-based commercial new construction program.
- ***Carolina Power & Light Residential New Construction Program.*** Managed a comprehensive impact and process evaluation of CP&L's Common Sense Home residential new construction program. Process tasks completed included staff interviews, focus groups with HVAC contractors and builders, participant and nonparticipant telephone surveys, and builder telephone surveys. For the impact analysis, XENERGY used the ESPRE hourly simulation model to determine program energy and demand impacts. To support the simulation analysis, 100 detailed on-site surveys were completed; 50 of participants and 50 of nonparticipants.
- ***New York Gas Group Gas Cooling Study.*** Managed the development of a research agenda to accelerate the commercialization of gas cooling technologies in New York. This analysis addressed both technical and market acceptance issues. Detailed DOE2.1e simulations were completed to develop a life cycle cost comparison between matched pairs of electric and gas cooling technologies. Interviews with manufacturers and research organizations were completed to assess current trends in product development. Focus groups were held in two locations in the state to examine design professional and contractor perceptions regarding gas cooling technologies.
- ***Consolidated Edison Technical Potential Analysis.*** Lead analyst in a research project to determine the DSM technical potential in the residential (retrofit and new construction) and commercial (new construction) sectors. This work, for Consolidated Edison, was done for their first annual comprehensive conservation filing to the New York Public Service Commission.



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### PUBLICATIONS

- *Northeast Residential Lighting Strategy*. Northeast Energy Efficiency Partnerships. Lexington MA. March 2012.
- *Do CFLs Still Pass the Test*. Chris Granda and Glenn Reed. Home Energy. May/June 2010.
- *Comparative Performance of Electrical Energy Efficiency Portfolios in Seven Northeast States*. Stuart Slote, Glenn Reed, and John Plunkett. 2006 ACEEE Summer Study on Energy Efficiency in Buildings, Pacific Grove, California, August 2006.
- *Savings Without Rebates: Moving Toward Claiming Savings from Market Transformation*. Glenn Reed, Toben Galven, and Blair Hamilton. 2006 ACEEE Summer Study on Energy Efficiency in Buildings, Pacific Grove, California, August 2006.
- *Pearls of Wisdom: Assuring Efficient Lighting Product Quality and Program Integrity*. Elizabeth Titus, Glenn Reed, Noah Horowitz, and Chris Granda. 2005 International Energy Program Evaluation Conference, New York City, New York, August 2005.
- *Engaging Industry: Better Their Money than Ours*. Glenn Reed, Peter Bardhi, Ed Murphy, Jeff Pratt, and Subid Wagley. 2002 ACEEE Summer Study on Energy Efficiency in Buildings, Pacific Grove, California, August 2002.
- *Reaching the Consumer: Different Approaches to Common Themes*. Marci Sanders, Sue Soweck, Glenn Reed, Wally McGuire, and Maureen McNamara. 2002 ACEEE Summer Study on Energy Efficiency in Buildings, Pacific Grove, California, August 2002.
- *Status of the U.S. Market for Green Power*. Glenn Reed and Ashley Houston. 2000 ACEEE Summer Study on Energy Efficiency in Buildings, Pacific Grove, California, August 2000.
- *Commercial New Construction Practices in Georgia: Findings from 480 On-Site Surveys*. Second National New Construction Programs for Demand-Side Management Conference, San Diego, California, October 1993.
- *Freeridership Estimation in the New Construction DSM Market*. Betty Tolkin and Glenn Reed, Sixth International Energy Program Evaluation Conference, Chicago, Illinois, August 1993.
- *Determination of Baseline Commercial New Construction Practices in Massachusetts*. Building for the Future - New Construction Programs for Demand-Side Management Conference, Lake Tahoe, California, May 1992.
- *Is Fuel Switching a Viable DSM Option: Assessment of Impacts and Potential for Conversion to Gas Cooling in the Rhode Island Commercial Sector*. Glenn Reed and Gary Epstein, Fifth National Demand-Side Management Conference, Boston, Massachusetts, 1991.
- *A Case Study in Comprehensive DSM Measure Analysis and Incentive Setting*. Don Robinson, David Jacobson, Susan Haselhorst, and Glenn Reed, Fifth National Demand-Side Management Conference, Boston, Massachusetts, 1991.



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- *No Before, Only After - The Importance of Establishing a Baseline for New Construction.*  
Fifth International Energy Program Evaluation Conference, Chicago, Illinois, 1991.